

2020-2022 Savings Goal Setting



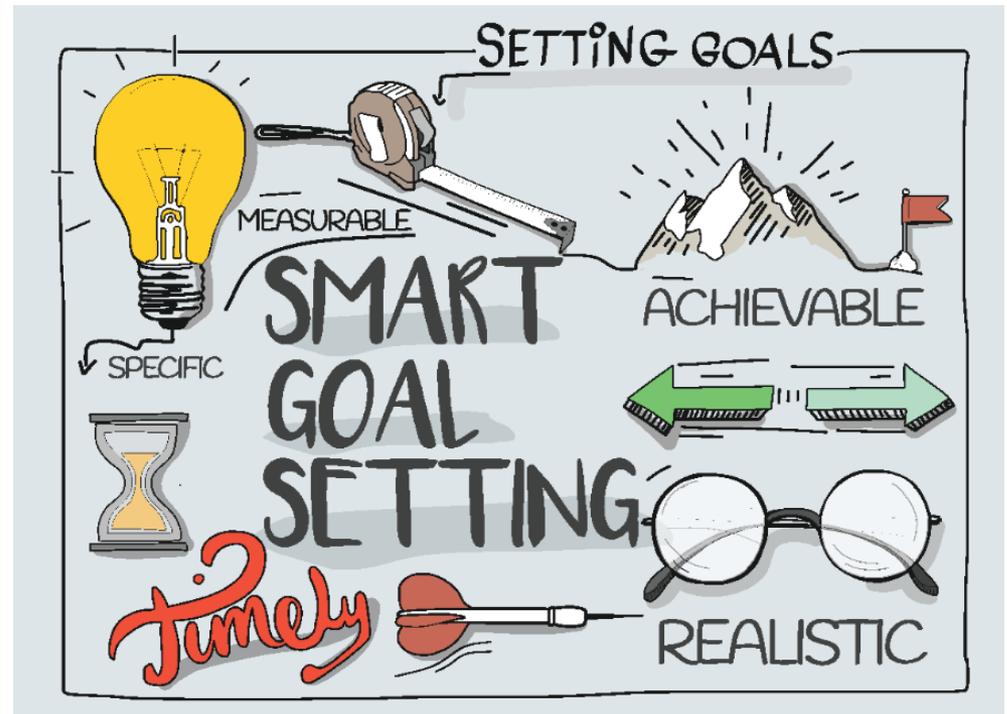
Options for 2020-2022 Savings Goal Setting

Previously Discussed

1. Start with planned savings in 2020
 - A. Use same ramp rate from previous planning cycle in 2021-2022
 - B. Use same 3rd year goal from previous planning cycle, resulting in steeper ramp rate between 2020 and 2021

Recommended

3. 3-year planned savings average



Electric Goal Setting Recommendation

	2020-2022
3-Year Average	0.7% of sales

- Based on non-regulated PA Plans Received
 - Applied net-to-gross ratios
- Includes savings from Delmarva's approved Plan
- Relative to statewide sales in 2018 (EIA Form-861)
- Provides for flexibility over three-years
- Shows improvement over achievement in recent years



Gas Goal Setting Recommendation

	2020-2022
3-Year Average	0.2% of sales

- Based on PA Plans Received
 - Applied net-to-gross ratios
- Relative to statewide sales in 2018 (EIA Natural Gas Consumption values)
- Provides for flexibility over three-years
- Shows improvement over achievement in recent years

